

"I can count on Seacom for a job done quickly and with remarkable quality."

Allianz Global Assistance, part of the worldwide financial services and insurance company, Allianz, turned to Seacom after acquiring an existing five-story building to house its new Richmond, VA headquarters. It was the first partnership between the two companies, but an important one, as Allianz Assistance consolidated all of its employees from three other buildings.

Complicating the project were a short timeframe for the work, plus the complexities of remodeling an existing building. Working around a five-story atrium, which made passing cables challenging, Seacom ran a backbone of 50-micron OM-3 fiber, and installed Category 6 cabling for 2400 workstations. The company also built out a 1200 sq. ft. data center with cabinets and ladder racking, and set up 10 wiring closets, built out with racks, ladder trays and overhead supports. They also installed A/V cabling for an extensive system installed by another contractor.

Testimonial from Allianz

"Our short timeline required that we have multiple trades on-site. Seacom worked hand-in-hand with HVAC, electrical and the general construction firms to make sure that everything was coordinated and nobody was undoing what somebody else just spent the last few hours doing.

"Seacom brings strong dedication to their everyday work. I can count on a job done quickly and with remarkable quality, over and over again."

Mark Ryder

Director of IT Operations
Allianz Assistance

Facts

About Allianz Assistance

- :: **Total Employees: 10,000 globally (700+ in Richmond, VA)**
- :: Part of a worldwide financial services and insurance company, Allianz Assistance is best known for its Allianz Travel Insurance product, which annually insures 13 million people. The company has been included in the prestigious InformationWeek 500, honoring innovative users of business technology.
- :: **Technology Department Size: 65**
- :: www.allianzassistance.com
- :: Client since: 2011

Challenges

- :: **Remodel of an existing building on a 10-month schedule**
- :: **Five-story atrium presented cabling challenges, requiring creative solutions not seen in most buildings**
- :: **Multiple trades were on-site at the same time, requiring careful planning and coordination**

Differentiators

- :: **Seacom's advice on the best in current trends, and help in anticipating future needs**
- :: **An excellent crew ... responsible, with a lot of pride in their work, and able to work independently**



Lynn Neeley
Vice President of Operations
Seacom

About Seacom

Seacom, a professional communication contractor, is a one-stop resource for planning, installation, and maintenance of voice, data, video and security systems and associated cabling and electrical services. Serving Virginia and points beyond since 1987, Seacom has the knowledge and experience to equip your business with the latest technologies.